

Message Text

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ACTION TRSE-00

INFO OCT-01 EA-06 NEA-10 ISO-00 SP-02 AID-05 EB-07 NSC-05

CIEP-01 SS-15 STR-04 OMB-01 CEA-01 CIAE-00 COME-00

FRB-03 INR-07 NSAE-00 USIA-06 XMB-02 OPIC-03 LAB-04

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USADB

E.O. 11652: ADS, DECLAS 9/30/75

TAGS: EAID, EFIN

SUBJECT: TECHNICAL ASSISTANCE (TA) FOR ADB-PIM/PICIC/IDBP REGIONAL
PROGRAM ON DEVELOPMENT BANKING (THIRD ADB REGIONAL
TRAINING PROGRAM)

FOR NAC AGENCIES

SUMMARY: ADB MANAGEMENT PROPOSING CONDUCT THIRD REGIONAL
TRAINING PROGRAM FOR PROFESSIONAL STAFF OF DEVELOPMENT
FINANCE INSTITUTIONS (DFI'S) IN REGION. PROGRAM, TO BE
ORGANIZED WITH ASSISTANCE OF PAKISTAN INSTITUTE OF
MANAGEMENT (PIM), PAKISTAN INDUSTRIAL CREDIT AND
INVESTMENT CORPORATION (PICIC) AND INDUSTRIAL DEVELOPMENT
BANK OF PAKISTAN (IDBP), ALL LOCATED KARACHI, AT COST
OF \$98,000 TO COVER TRAINING PERIOD FROM 22 OCTOBER
TO 6 DECEMBER 1975. NINETEEN DFI'S IN REGION
TO NOMINATE 29 CANDIDATES FOR PROGRAM. USADB
RECOMMENDS FAVORABLE NAC ACTION. END SUMMARY.
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1. ADB DOC R58-75, ENTITLED QUOTE TECHNICAL ASSISTANCE FOR THE ADB-PIM/PICIC/IDBP REGIONAL PROGRAM ON DEVELOPMENT BY BOARD 17 JULY 1975.

2. PROPOSED TRAINING PROGRAM IS THIRD SUCH EXERCISE SPONSORED BY BANK WITH FIRST HELD IN MANILA 1973 WITH PRIVATE DEVELOPMENT CORPORATION (PDCP) FOR 20 PARTICIPANTS; SECOND IN BOMBAY IN 1974 IN ASSOCIATION WITH BANKER'S TRAINING COLLEGE (BTC).

3. OBJECTIVE OF PROGRAM IS TO MEET PRIORITY TRAINING NEEDS OF DFI'S IN DEVELOPING MEMBER COUNTRIES BY STRENGTHENING, UPGRADING SKILLS OF PROFESSIONAL STAFF PERFORMING PROJECT APPRAISAL AND LOAN SUPERVISION FUNCTIONS, THEREBY PROMOTING EFFECTIVE FUNCTIONING OF DFI'S. EMPHASIS TO BE ON FINANCIAL, MARKET AND ECONOMIC ASPECTS PROJECT APPRAISAL; PROJECT IMPLEMENTATION AND FOLLOW-UP MONITORING. SPECIFICALLY, PROGRAM TO INCLUDE ENTIRE PROJECT CYCLE; IDENTIFICATION, FORMULATION, PROMOTION, APPRAISAL, FINANCING AND MONITORING OF INDUSTRIAL PROJECTS.

4. PROJECT PROGRAM SCHEDULED BEGIN KARACHI 27 OCTOBER AND END 6 DECEMBER, 1975 WITH FIRST 4-WEEK SEGMENT COMPRISED OF LECTURE/DISCUSSION SESSIONS CUM PRACTICAL WORK EXERCISES: CASE STUDIES. SECOND TWO-WEEK SEGMENT WOULD INCLUDE PREPARATION OF APPRAISAL REPORT FOR A DFI BOARD OF DIRECTORS BASED ON DATA RE AN INDUSTRIAL PROJECT, APPLYING TECHNIQUES AND METHODOLOGY LEARNED IN FIRST SEGMENT. FOUR CASE STUDIES TO BE PERFORMED, TWO FROM PAKISTAN (ONE EACH FROM PICIC AND IDBP); ONE FROM PHILIPPINES (PDCP) AND ONE FROM KOREA (KDB), WITH EACH OF ABOVE INSTITUTIONS PROVIDING RESOURCE PERSON TO ASSIST IN TRAINING. CASE STUDY THEN TO BE SUBMITTED TO SIMULATED DFI BOARD OF DIRECTORS.

5. FACULTY FOR PROGRAM MAINLY TO BE PROVIDED BY PICIC, PIM AND IDBP; PLUS PART-TIME ATTENDANCE BY NATIONAL DEVELOPMENT FINANCE CORP (NDFC) STAFF MEMBER; OTHER LIMITED OFFICIAL USE

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PAK GOVT AGENCIES, UNIV. OF KARACHI; STATE BANK OF PAKISTAN; 4 ADB STAFF WILL SERVE AS FACULTY; ADB SENIOR STAFF TO PARTICIPATE IN INAUGURAL, CLOSING SESSIONS.

6. 19 REGIONAL DFI'S TO BE INVITED NOMINATE 29 CANDIDATES AT INTERMEDIATE PROFESSIONAL STAFF LEVEL, MINIMUM 3 YRS EXPERIENCE IN APPRAISAL, FINANCING,

FOLLOW-UP AND SUPERVISION INDUSTRIAL PROJECTS;
MAJORITY OF NOMINEES TO BE FROM SMALLER/NEWER
DFI'S WITH MOST URGENT TRAINING NEEDS.

7. PIM, ESTABLISHED 1954, HAS HAD CONSIDERABLE
EXPERIENCE CONDUCTING TRAINING PROGRAMS FOR SENIOR,
MIDDLE AND JUNIOR BUSINESS AND INDUSTRY EXEC'S. WITH
TA FROM FROD FOUNDATION, SINCE 1962, PIM HAS CONDUCTED
ADVANCED MANAGEMENT PROGRAM COLLABORATING WITH
HARVARD B-SCHOOL WITH OVER 400 ATTENDEES SINCE
INCEPTION; SINCE 1966, HAS CONDUCTED ADVANCED AND
EXPORT MARKETING PROGRAM WITH INTERNATIONAL MARKETING
INSTITUTE (USA); OTHER REGIONAL AND INTERNATIONAL
MEETINGS, CONFERENCES AND SEMINARS.

8. ESTIMATED PROGRAM COST OF \$98,000 TO BE GRANT-
FINANCED BY BANK, CHARGED TO ADB'S BUDGET FOR SERVICES
TO MEMBER COUNTRIES, WILL COVER ALL EXPENSES OF
PROGRAM PARTICIPANTS; PIM TO PROVIDE FREE OF CHARGE,
CLASS AND CONFERENCE ROOM FACILITIES.

9. PROPOSED PROGRAM, BY ENHANCING CAPABILITIES OF
DFI'S IN APPRASING, FOLLOWING-UP AND SUPERVISING
HIGH-PRIORITY INDUSTRIAL PROJECTS, WILL CONSIDERABLY
BENEFIT PARTICIPATING MEMBER COUNTRIES IN REGION.
USADB RECOMMENDS FAVORABLE NAC ACTION. PURNELL

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